



White Sands Missile Range

Briefing for Industry (BFI)

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Briefing Outline

➡ ➤ Introduction

➤ Contracting Potentials

➤ Points of Contact and Internet Addresses



Mission

- **White Sands Missile Range provides Army, Navy, Air Force, DoD, and other customers with high quality services for experimentation, test, research, assessment, development, and training in support of the Nation at war.**



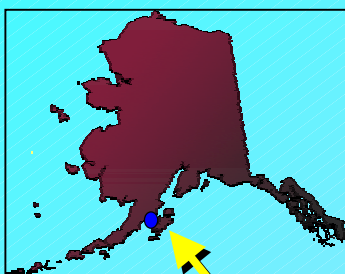
Location

**Green River,
Utah - Old
Launch Facilities**

**Fort Wingate
Launch Facility**

Kirtland AFB
• EMP Facilities
• Commo Site

Holloman AFB
• Aviation Element
• Commo Sites
• Photo Lab



Kodiak Island, AK

White Sands Missile Range

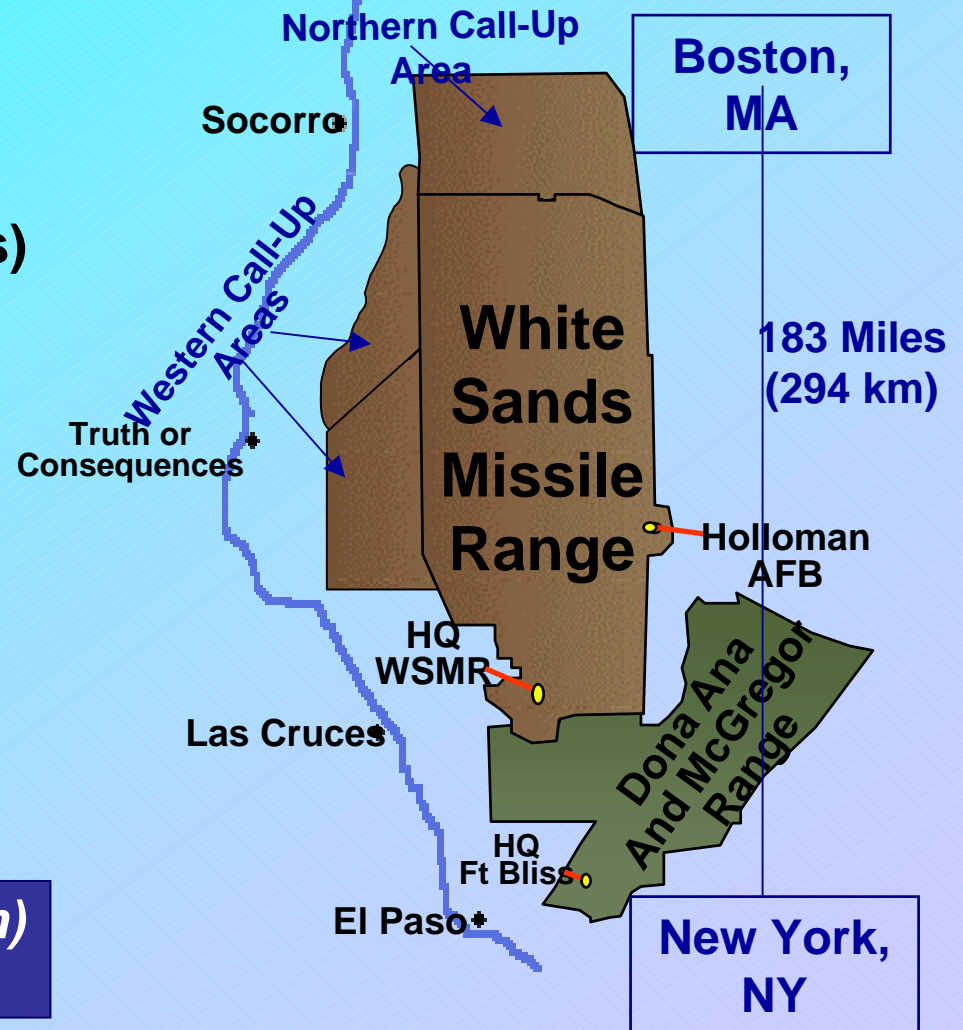
Fort Bliss
• Frequency
Surveillance



Land Mass

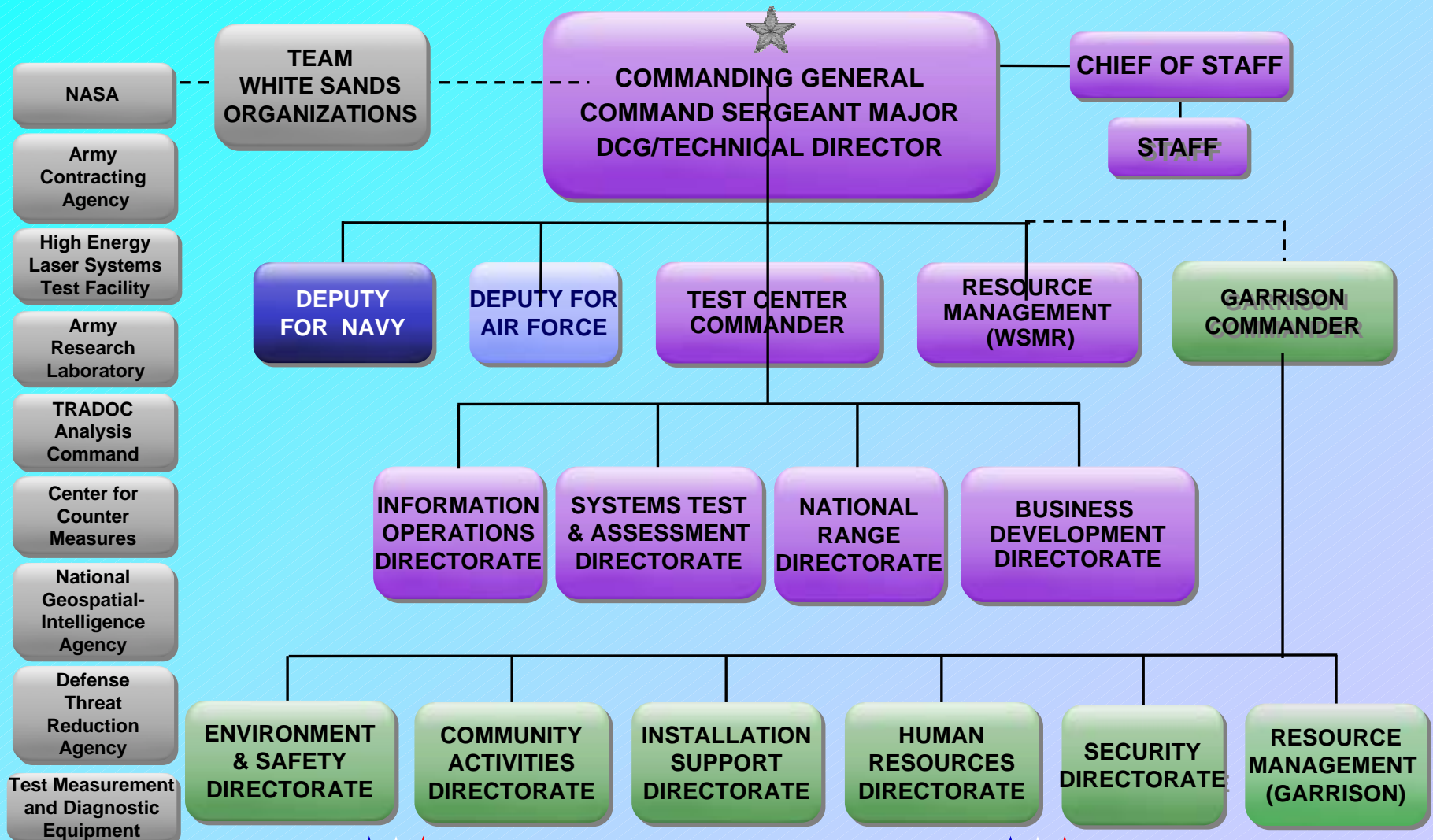
- White Sands owns 3,200 sq. miles (5,149 sq. kilometers)
- Lease agreements add 2,343 sq. miles (3,771 sq. kilometers)
- Partnering with Ft. Bliss adds 1,562 sq. miles (2,514 sq. kilometers)
- Able to conduct 150 mile (241 Kilometer) missions over a contiguous land mass
- Ft. Wingate, NM (250 miles or 400 km range)

**7,100 sq. miles (11,423 sq. km)
Total Available**





Organization





Thrusts

- **Testing and analysis of rockets, munitions, missile systems and sensors, and space systems**
- **Operate a Major Range and Test Facility Base (MRTFB)**
- **Testing for Survivability, Vulnerability & performing Assessments in areas of Nuclear, Space, Electromagnetic Radiation and Directed Energy Effects**
- **Instrumentation Development**
- **Modeling and Simulation and Virtual Proving Ground**
- **Significant synergy with Team White Sands - Air Force, Navy, NASA, HELSTF, ARL, TRAC, CCM**



Test Programs Supported

- **Army Patriot variants**
- **Joint Air-to-Surface Standoff Missile (JASSM)**
- **Navy Standard Missile**
- **Marine Corps Complimentary Low Altitude Weapon System (CLAWS)**
- **NASA Space Shuttle Training**
- **Stinger**
- **Navy Extended Range Guided Munition (ERGM)**
- **Air Force Airborne Laser**
- **Joint Direct Attack Munition (JDAM)**
- **Army Tactical Missile System (ATACMS)**
- **Air Force Advanced Medium Range Air to Air Missile (AMRAAM)**
- **Defense Threat Reduction Agency (DTRA) Testing**
- **2.75" Rocket**
- **Army Stryker Vehicles**



Test Programs Supported

- Unmanned Aerial Vehicles (UAVs)
- Multiple Launch Rocket System (MLRS) family
- NASA Research Rockets
- Mobile Tactical High Energy Laser (MTHEL) Test Bed
- Liquid Propellant Rockets
- Navy Tactical Tomahawk
- Line-of-Sight Anti-Tank (LOSAT)
- Theater High Altitude Area Defense System (THAAD)
- Air Force AIM-9X
- HERA Theater Missile Defense (TMD) Target
- DARPA Netfires
- Compact Kinetic Energy Missile (CKEM)
- Commercial, Private Sector
- Other Gov Agencies
- Foreign Governments

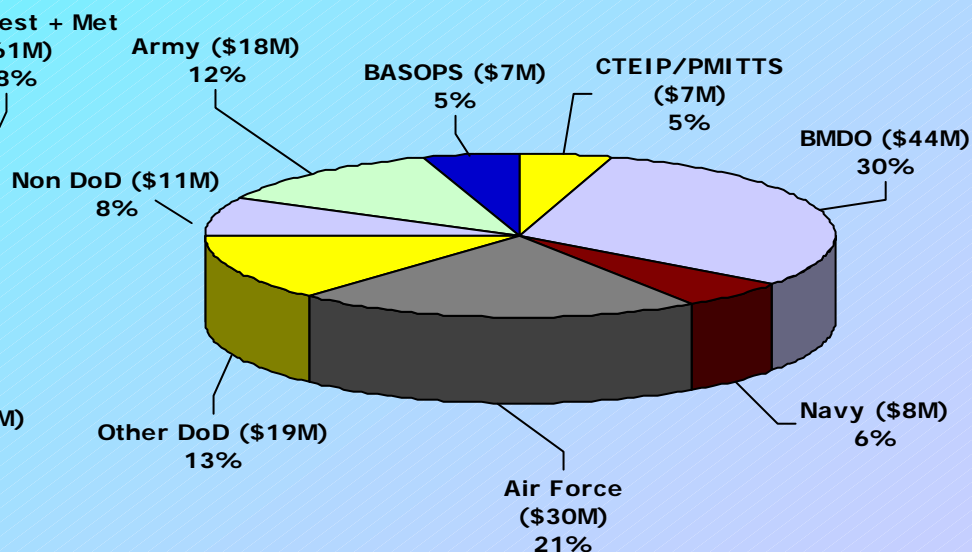
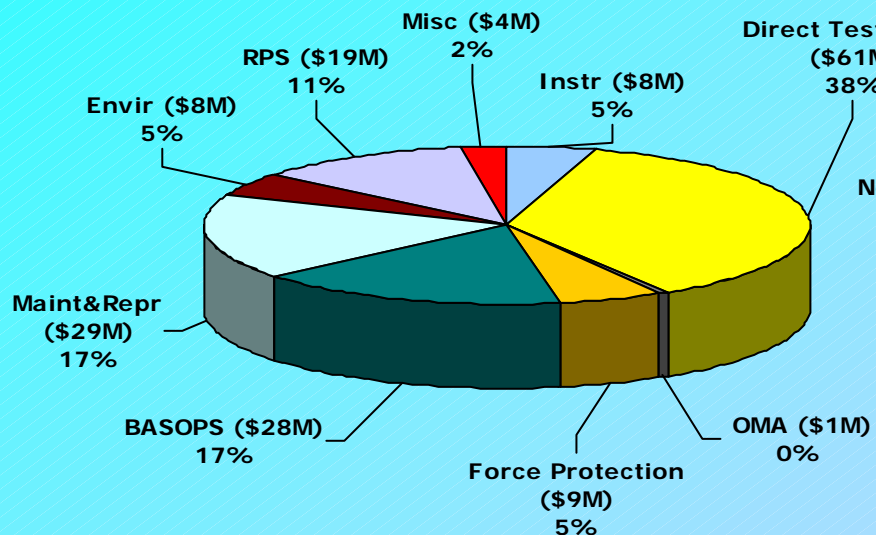


FY04 Funding Sources

Institutional \$167M (54%)



Reimbursables \$144M (46%)

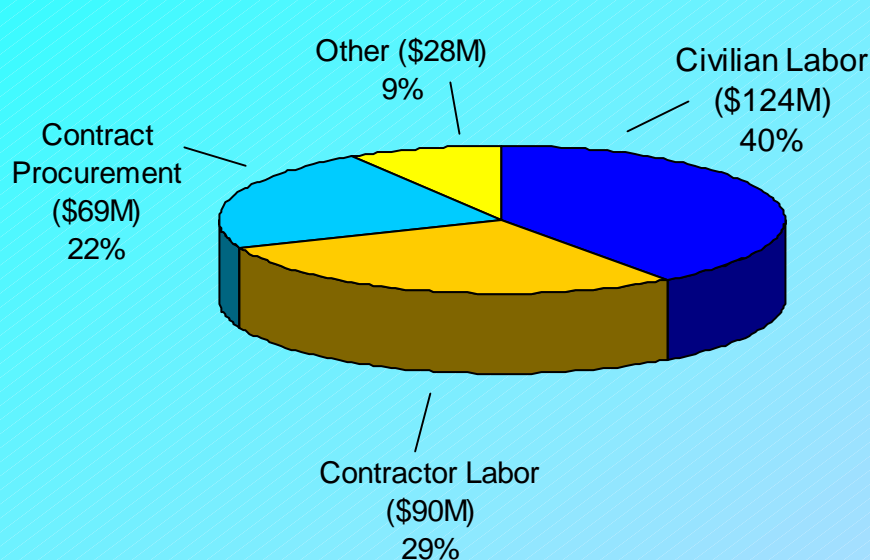


Total Obligational Authority = \$311M

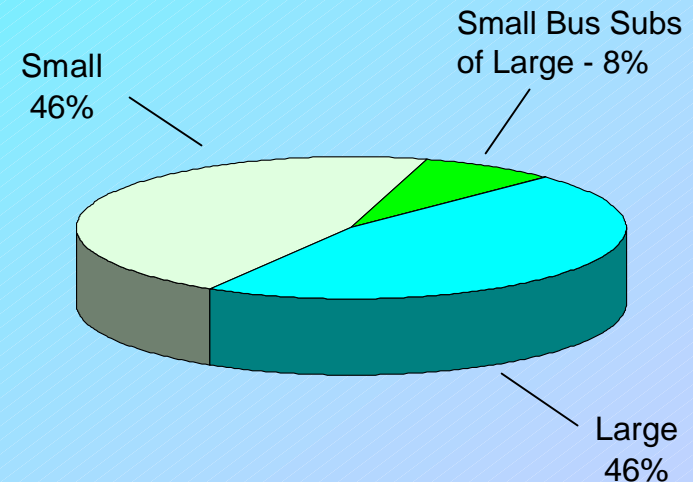
NOTE: Total WSMR funds (including tenants) ≈ \$500M



FY04 Breakout



Account Breakout (\$311M)



Contract Breakout By Business Type (Projected from FY03)



Briefing Outline

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➤ Points of Contact and Internet Addresses



Important Notes...

- **Being a Sub to a large contractor provides major opportunities due to contract consolidations**
- **Considerable business through Credit Card and Simplified Small Purchases**
- **Priorities can change, and contractual durations and options can change**
- **Funding, when shown, is rough ball-park; government cost estimates are not shown**



High Probability

- **TITLE: Mission Support Services**
- **OBJECTIVE: Provide operations and maintenance, engineering development, test support, and related services to support the White Sands Missile test mission**
- **CONTRACT TYPE: TBD**
- **ESTIMATED COST: \$650M**
- **DURATION: 15 Years (Options TBD)**
- **ESTIMATED RFP RELEASE: 1st Qtr FY06**
- **ESTIMATED AWARD DATE: 2nd Qtr FY06**
- **SMALL BUSINESS SET ASIDE: No, Full and Open**
- **POC: Ms. Margaret Flores, (505) 678-4335**



High Probability

- **TITLE:** TRAC Systems Engineering Support
- **OBJECTIVE:** Provide a wide variety of support to include equipment installation and maintenance, ORSA functions, systems and software design and maintenance, configuration management, and M&S support of interactive war-gaming.
- **CONTRACT TYPE:** Fixed Price, Award Fee, Award Term
- **ESTIMATED COST:** \$55M
- **DURATION:** 15 Years (1 year base, 2 - 1 year options, and 12 - 1 year award term options)
- **ESTIMATED RFP RELEASE:** 1st Qtr FY05
- **ESTIMATED AWARD DATE:** 2nd Qtr FY05
- **SMALL BUSINESS SET ASIDE:** Yes
- **POC:** Mr. Edwin Guthrie, (505) 678-4526



High Probability

- **TITLE:** General Purpose Instrumentation Vans
- **OBJECTIVE:** To fabricate various shelters of different dimensions to be mounted on government furnished trucks. Can include refurbishment and instrumentation integration.
- **CONTRACT TYPE:** Fixed Price Requirements
- **ESTIMATED COST:** \$40M
- **DURATION:** 5 Years
- **ESTIMATED RFP RELEASE:** 3rd Qtr FY04
- **ESTIMATED AWARD DATE:** 3rd Qtr FY04
- **SMALL BUSINESS SET ASIDE:** Yes
- **POC:** Mr. Edwin Guthrie, (505) 678-4526



High Probability

- **TITLE:** Environmental Services
- **OBJECTIVE:** To provide environmental clean-up, pollution prevention, compliance, stewardship, conservation, and range management in the areas of cultural and natural resources, and environmental sciences to provide environmental quality.
- **CONTRACT TYPE:** Fixed Price Level of Effort, Award Fee, Award Term
- **ESTIMATED COST:** \$37M
- **DURATION:** 8 Year (1 yr base, 2 – 1 yr opt, 5 award terms)
- **RFP RELEASE:** 3rd Qtr FY04
- **ESTIMATED AWARD DATE:** 4th Qtr FY04
- **SMALL BUSINESS SET ASIDE:** Competitive 8(a)
- **POC:** Ms. Maxine Via, (505) 678-1655



Low to Mid Probability

- **TITLE:** High Speed Gyro Stabilized Tracker (HSGST)
- **OBJECTIVE:** Develop a HSGST to improve tracking of hyper-velocity missiles at close stand-off distances from the trajectory path of the missile. Close stand-off distance capability will reduce thermal turbulence and increase image size.
- **CONTRACT TYPE:** Firm Fixed Price (FFP)
- **ESTIMATED COST:** Up to \$100K (SBIR Ph I)
- **DURATION:** 6 Months
- **ESTIMATED RFP RELEASE:** Jul - Aug 04
- **ESTIMATED AWARD DATE:** Nov - Dec 04
- **SMALL BUSINESS SET ASIDE:** Yes
- **POC:** Mr. Rudy Garcia, (505) 678-5755



Simplified Purchases

A Few Examples...

➤ Supplies:

- ◆ Computer hardware, software, and accessories
- ◆ Office furnishings
- ◆ Video systems, players, recorders, projectors, VTC equipment
- ◆ Various compressed gases
- ◆ Electronic Items - power supplies, converters, batteries, amplifiers, cable, connectors, interface boards, modules, and TMDE



Simplified Purchases - Con't

A Few Examples...

➤ Services

- ◆ Repair of ADP, mobile, fiber optic, electrical and electronic equipment
- ◆ Lease of copiers and office equipment
- ◆ Sign language interpreters
- ◆ Equal Employment Opportunity EEO Counselor



Other Potentials

- **Subcontracting opportunities for supplies, services, and construction**
- **Basic Ordering Agreements (BOAs) - over 70 have been placed in recent months**
- **Studies**



Special Opportunity

- **Army Opportunity Days:**
 - ◆ **09 Jun 04, Albuquerque, NM**
 - ◆ **A series of presentations by Army activities throughout the southwestern U.S. concerning the types of products and services they procure and specific information concerning upcoming actions.**
- **RFP Academy:**
 - ◆ **10 Jun 04, Albuquerque, NM**
 - ◆ **Cheryl Cretin, Director of Contracting, Army Contracting Agency at WSMR, will cover the following: How to Interpret the Criteria; The Importance of Writing in Plain English; Basis for Awards; Fixed-Price Contracts vs Cost-type Contracts; and Methods of Payment.**



A Look Ahead...

A Few Examples:

<u>Contract Title</u>	<u>Expiration</u>
Test Engineering and Analysis Services	Sep 2006
Copier Service	Sep 2006
Maintenance and Repair of Electronic Equ	Oct 2006
GSA Automotive Maintenance	Jan 2007
Base Operations Support Services	May 2007
Base Operations Construction	Jun 2007
Inbound/Outbound of Household Goods	Nov 2007
Automotive Maintenance and Aircraft Refueling at Holloman AFB	Jul 2008
Range Residue	Sep 2010
Housing Maintenance	Sep 2011



A Look Ahead

FY06 – FY11 MCA POM Submittal

➤ Branch Fire Station	*
➤ Kinetic Energy Missile Complex	*
➤ Sewage Plant Environmental Compliance	*
➤ Physical Fitness Center	\$9M
➤ Launch Complex Revitalization Phase II	\$18M
➤ War Road Revitalization	\$30M
➤ Child Develop Center for Children 6-10	\$6M

* Unspecified Minor MCA project - \$1.5M or less.

Note: Request for Proposals (RFPs) for these MCA efforts will come from the Corps of Engineers (COE).



A Look Ahead

FY06 – FY11 MCA POM Submittal

➤ Radiographic/Metallurgical Test Facility	\$5M
➤ Launch Complex Revitalization Phase III	\$15M
➤ Electromagnetic Vulnerability Assess Facility	\$35M
➤ Consolidated Maintenance Facility	\$48M
➤ Army Family Housing (FY05)*	\$33M
➤ Army Family Housing (FY06)*	\$21M

* Family Housing Funding.

Note: Request for Proposals (RFPs) for these efforts will come from the Corps of Engineers (COE).



WSMR Transformation

- While overland missile and rocket testing will continue to be the foundation of WSMR T&E activity, it is anticipated the pace in this area will decrease.
- In anticipation of this reduction, as well as changes outlined in DoD and Army Transformation initiatives, and increased emphasis in Joint Operations, WSMR will enhance its system of system and Joint distributed test capabilities to support test, experimentation, and training requirements.
- WSMR will develop expanded capabilities for the Missile Defense Agency (MDA), Future Combat Systems (FCS), Directed Energy (DE), Interoperability, Modeling and Simulation (M&S), Unmanned Aerial Vehicles (UAVs), and Robotics.



A Look Ahead

Potential Support to Unit of Action, Formerly Future Combat Systems (FCS):

- A fleet of small, networked, remotely operated pan and tilt optical tracking systems to track ground and aerial targets (wide field visualization). Also, distance only radar or laser trackers added to existing optics mounts to provide single station TSPI for airborne objects (narrow field visualization)
- Improvements in radar sensitivity to track un-augmented UAV targets with small RCS
- Secure laser communication devices
- Robotic instrumentation platforms to travel along with FCS elements to provide imagery and other data



A Look Ahead

Unit of Action, Formerly FCS, Continued:

- **Wireless Ethernet capabilities to support high data rate tests in remote areas or highly mobile tests**
- **Testing the effects of threat laser systems on FCS optical systems (optical, FLIR, and laser communications)**
- **Instrumentation to conduct E3 testing of FCS platforms (particularly aerial), RF weapons survivability testing, and HEMP testing**
- **Enhance capability for conducting platform level, family-of-system level, and system-of-system level testing in a network-centric and distributed fashion**
- **GPS tracking to aid low altitude & ground tracking**
- **Increase WSMR's capability to determine radiation induced degradation on electronic piece parts**



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➤ Contracting Potentials

➡ ➤ Points of Contact and Internet Addresses



Points Of Contact

White Sands Director of Contracting, Army Contracting Agency

Cheryl A. Cretin

Voice: 505-678-7307

FAX: 505-678-4975

E-mail: cretinca@wsmr.army.mil

Commander

U.S. Army Contracting Agency

White Sands Directorate of Contracting

ATTN: SFCA-SR-WS (Mrs. Cretin)

Bldg 143, 2nd Floor, Crozier Street

White Sands Missile Range, NM 88002

Small Business Advisor:

Ron Taft

Voice: 505-678-1401

FAX: 505-678-3883

E-mail: taftr@wsmr.army.mil

Commander

U.S. Army Contracting Agency

White Sands Directorate of Contracting

ATTN: SFCA-SR-WS (Mr. Taft)

Bldg 143, 2nd Floor, Crozier Street

White Sands Missile Range, NM 88002



Points Of Contact – Con't

Technical Industrial Liaison Officer (TILO):

Forrest J. Dozier, Jr.

Voice: 505-678-3715

FAX: 505-678-5387

E-mail: dozierf@wsmr.army.mil

Commander

U.S. Army White Sands Missile Range

ATTN: CSTE-WS-BD-O (Mr. Dozier)

100 Headquarters Avenue

White Sands Missile Range, NM 88002

Major Contractors:

NewTec (WSMR)

505-678-0431, WSMR, NM

NCI

505-678-4415, WSMR, NM

JWK International

505-678-3489, WSMR, NM

MV Industries, Inc

505-323-1797, Albuquerque, NM

Samcon, Inc

505-271-2025, Albuquerque, NM



Internet Addresses

- **White Sands Missile Range Web Site Address:**
<http://www.wsmr.army.mil>
- **Briefing for Industry (BFI) Web Site Address:**
http://www.wsmr.army.mil/advplnme/052202/whitesandsbfi_files/frame.htm
- **Army Contracting Agency - White Sands Directorate of Contracting Web Site Address:**
<http://www.wsmr.army.mil/DOCPAGE/DOCPAGE.htm>



Internet Addresses - Con't

- **Status of Current Solicitations and Sources Sought**
Web Site Address:

http://www.wsmr.army.mil/DOCPAGE/pages/sol_stat.htm

- **WSMR Active Contracts >\$500,000** **Web Site Address:**
<http://www.wsmr.army.mil/DOCPAGE/Contracts/ActiveContracts.HTM>

- **Army Small Business Innovation Research (SBIR)** **Web Site Address:**
<http://www.aro.army.mil/arowash/rt/sbir/sbir.htm>



In Closing...

- **Business opportunities at WSMR via:**
 - ◆ **Direct Contracts**
 - ◆ **Subs to majors**
 - ◆ **Credit Card/Simplified Small Purchases**
- **White Sands Missile Range couldn't exist without the support from contractors**
- **We thank you for your interest and support**